

### We are passionate about delighting our customers.

Our mission is to make their lives easier.

We do what we commit to do, do it well and do it on-schedule.

#### The most important thing at American Crane is our people.

We are committed to a culture that fosters their growth, empowerment and safety.

## We are GRITTY at American Crane.

MATTERS P

What does that mean? That we put perseverance, heart & integrity into everything we do.

## VISION

At the heart of GRIT Matters is our vision – to be the overhead lifting company most respected for it's people and products.

### PERSEVERANCE HEART INTERTY

# CORE VALUES

#### **Keep It Simple**

Don't over-complicate. When solving a problem, be clear about the goal and don't over-complicate the answer.

#### Be Lean

Save 2 seconds everyday. Be curious. Ask questions. Eliminate waste. Fix what bugs you! There is always room for improvement.

#### Work Hard

We pull together, roll up our sleeves and get the job done.

#### Practice Follow-Through

You are what you do, not what you say you will do.

#### **Be Passionate**

Do what you love. Love what you do. Believe in yourself. Believe in our business.

#### Be Humble

Be willing to sweep the floors. Remember that we're all in this together every day.

#### Life Matters, Be Safe

Safety is the most crucial investment we can make. It is not about what it costs but what it saves.

#### Have Fun

Laugh every day. Stuff happens. Keep perspective. Don't take things personally or take yourself too seriously.

#### Have Integrity

Be Generous, Be Kind, Be Honest, Practice Gratitude. Do unto to others as you would have them do unto you.

#### **Build Quality**

What we do, we do well. We strive to provide excellence and value in our products & services.

#### Do the Right Thing

Do what is best for your customer (internal or external) even if it sometimes means sacrificing what is best for you.

#### **Communicate Well**

Be clear with expectations, listen intently, know your audience – speak in a way they can understand, share information, get the facts – don't make assumptions.

#### Practice Effective Listening

Do not interrupt. Do not just wait to speak. Listen with the intent to understand.

#### Practice Blameless Problem Solving

Focus on solutions. Find the root cause without placing blame; identify lessons learned and use those lessons to improve ourselves and our processes so we don't make the same mistake twice. Get smarter with every mistake. Learn from every experience.

